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GUIDE

VERMONT  
**TECH JAM**



October 26 & 27

FRIDAY, 10AM-5PM & SATURDAY, 10AM-3PM  
CHAMPLAIN MILL, WINOOSKI

[techjamvt.com](http://techjamvt.com)

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It's been almost five years since we organized the first Vermont Tech Jam in January 2008. While many businesses have since faced economic challenges of epic proportions, the Vermont tech sector has continued to grow.

Consider the Tech Jam's two presenting sponsors. In 2008, Dealer.com had fewer than 100 employees, generating around \$27 million in sales. Today, Dealer.com boasts a staff of more than 600 employees; revenues in 2011 were around \$127 million.

MyWebGrocer had about 60 employees in 2008. Today, the online grocery leader employs a staff of 180 and operates out of the historic Champlain Mill, which it recently bought and renovated. MyWebGrocer leases space in the former textile factory to other tech companies, too.

Indeed, Dealer.com and MyWebGrocer aren't the only businesses that

## Growing tech companies need employees. When they're recruiting, or looking to network with clients and each other, they come to the Vermont Tech Jam.

have prospered. The Vermont Tech Alliance, the trade organization that represents the state's tech sector, estimates that its members brought nearly twice as much revenue to the state in 2011 as in 2009.

Growing tech companies need employees. When they're recruiting, or looking to network with clients and each other, they come to the Vermont Tech Jam. We've heard from numerous people who've found a job — or hired employees or interns — because of this unique event.

Seven Days cofounded the Vermont Tech Jam because it benefits many of the companies that advertise in our employment classifieds. The smart, edgy, tech-savvy people who read *Seven Days* come to meet recruiters face-to-face. And there's no shortage of participating companies and organizations. There are more than 75 exhibitors at this year's tech jam, exhibitor space sold out weeks ago.

What's in it for you? If you're looking for a tech job or an internship, want to train for one, or if you're just curious about what all these geeks are up to, come jam with us.

# WELCOME!



## GREEN MEANS GO!

Exhibitors with name tags sporting **green stickers** represent companies that are actively recruiting employees.

Likewise, attendees can wear **green stickers** to indicate they are looking for a job!

HIRING!

HIRE ME!

# MYWEBGROCER

## Work with Emerging Technologies at MyWebGrocer

MyWebGrocer develops mobile, social and eCommerce solutions for digital grocery clients and works with some of the biggest food brands and grocery chains in the country.

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- Graphic design
- Marketing
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- IT

MWG is located in the historic Champlain Mill in the heart of Winooski – the new digital hub of Vermont.



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[www.mywebgrocer.com](http://www.mywebgrocer.com)

# TECH JAM 2012 SCHEDULE

## FRIDAY

OCTOBER 26, 10 A.M.-5 P.M.



**10 a.m.** Exhibition opens to the public

**11 a.m.** **Panel: How to Start a Robotics Club.** Members of Essex High School's FIRST robotics team discuss their journey to last year's World Championships in St. Louis, and talk about how to form a team. Moderator: Megan James, Seven Days

**Panel: Learning to Make Apps.** Local app makers explain what it takes to program for mobile devices, and how to connect with Vermont companies that are making apps commercially. With Sebastian Bolt, 10, Marc Bolt, founder and president of Ascendo; Eli Hulse, 15, CEO of Elstudios; and Kyle Gierd, Director of Software Engineering at NatureShore. Moderator: Cathy Resmer, Seven Days

**1 p.m.** **Panel: How to Get Hired.** HR staff from Tech Jam sponsor companies explain how job seekers can stand out in the hiring process. With representatives from Dealer.com, C2 and Green Mountain Coffee Roasters. Moderator: Michelle Brown, Seven Days

**3 p.m.** **Panel: On the Map.** Mapping technology is cheaper, less complicated and more accessible than ever before. It's now possible to collect and map all kinds of data. How are these technologies changing our lives? And what new opportunities have arisen as a result? With Jarrod Harper of VFLCO, David Healy of Stone Environmental, Bill Morris of Geosprocket Spatial Solutions, and John Van Hosen of Green Mountain College. Moderator: Kathryn Flegg, Seven Days

**5 p.m.** Tech Jam closes for the night

**Exhibitor mixer and awards ceremony**

## SATURDAY

OCTOBER 27, 10 A.M.-3 P.M.

**10 a.m.** Exhibition opens to the public

**11 a.m.** **Panel: How to Get Hired.** HR staff from Tech Jam sponsor companies explain how job seekers can stand out in the hiring process. With representatives from MyWebGrocer and Logic Supply. Moderator: Jeff Nolan, Denise Knapp & McAndrew

**12 p.m.** **Panel: Gamification — Making and Marketing HTML5 Games.** Presenters from New Brand Marketing discuss — and demonstrate — HTML5 video games

**1 p.m.** **Panel: Growing "Green" Jobs.** The number of "green" jobs in Vermont is growing. Hear from some local companies that are fueling this growth, and find out what opportunities they foresee in the future. With Charles "Chachi" Curtis, CEO of Draker; Erika Schramm of Vermont Energy Investment Corporation; and Gary Flomenhaft of UVM. Moderator: Andy Bromage, Seven Days

**Panel: Getting Your Geek on in Local Tech Groups.** Getting involved in the local tech community can benefit your career. Come to this session to meet representatives from various local programming groups, and connect with others who share your passion for code wrangling. Moderator: Cathy Resmer, Seven Days

**3 p.m.** Tech Jam closes

## Wander Winooski

After you've collected business cards, passed out résumés and talked with techies until your head spins, regain your inner calm by taking a stroll on **Winooski's scenic Riverwalk**, which runs along the riverbank at either end of the Champlain Mill. Or walk around the roundabout to see art at the **Winooski Welcome Center** and the **Black Gallery & Coffeehouse**. Hungry? Stop in at one of Winooski's restaurants and bars for a bite to eat — or a stiff drink!

## 15% Dining Discount

The following restaurants are offering a **15% discount** to anyone who attends the Tech Jam. Be sure to pick up your dining coupon when you register at the door.

- **Aalen Bistro** (across the street from the Mill)
- **Cupp's Cafe** (across the street from the Mill)
- **Donny's NY Pizza** (on southwest corner of roundabout)
- **Pickles Irish Pub** (on northeast corner of roundabout)
- **Papa Frank's** (on Center Street, just west of roundabout)
- **Pho PaoBour** (on west side of roundabout)
- **Sneaker's Bistro Kiosk** (on front of the Mill)

Thanks to the restaurants for offering this generous discount, and to Jessica Bridge and the Winooski Community Partnership for organizing it. Don't forget to use it!

## Coffee and Snacks at the Jam



Need a pick-me-up? Grab a cup of joe in the lounge on the third floor of the MBI.

On Friday, Cupp's Cafe will be selling coffee and baked goods. On Saturday, the Essex High School robotics club will be running the coffee stand, selling coffee — donated by Speeder & Earl's on Pine Street in Burlington — to help them pay for equipment and tournament entry fees for the 2012-2013 season.

**NOW HIRING**



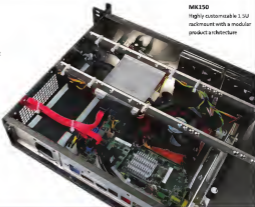
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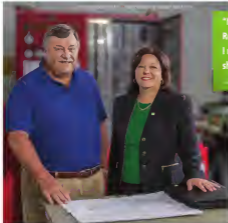
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## Who'll Win The Jammies?

Two clay robots, custom designed by Burlington artist John Bricks, will be presented to the winners of this year's **Tech Jam Innovation and Ambassador Awards**. The Vermont Tech Alliance organized the first-ever competition. A panel of distinguished judges reviewed the entries. Judges included:

- **John Cohe**, IBM Fellow
- **Matt Dunn**, Director of Google Community Affairs
- **Lawrence Miller**, Secretary of the Vermont Agency of Commerce and Community Development
- **Paula Rostly**, Publisher and coeditor of Seven Days

Winners will be announced at the exhibitor reception, sponsored by **Dinos**, **Keappa & McAndrew**, at 5 p.m. on Friday in the MyWebGrocer office. Check the Tech Jam Facebook and Twitter feeds Friday night to find out who won!

## Field-Trip Fun

The Tech Jam is a great opportunity to show middle and high school students the real-world applications of what they're learning in science and math classes.

This year, teachers from 23 schools from as far as Bennington, Troy, Coventry, Barre, South Hero, Middlebury and Jenche are bringing students to the Jam. Several groups are coming from Chittenden County, including one from Winooski High School.

Thanks to all of the Tech Jam exhibitors for taking the time to talk with these curious young people. And a big thanks to Peter Giescher from the **Vermont Department of Education**, John Young from the **Vermont Department of Labor**, and Lindsay Lathrop and her staff from Burlington-based **Linking Learning to Life** for helping to coordinate and promote this unique educational experience. It would not have been possible without them.



## JOIN THE ALLIANCE

The Champlain Hill is also home to the office of the Vermont Tech Alliance, the trade organization that represents Vermont's tech industry. Stop by the vTAA office on the ground floor to learn more about the benefits of individual and corporate membership, and to hear practitioners talk about business development and opportunities for employment and training in Vermont's tech sector.



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# TECH JAM 2012 EXHIBITORS

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● FLOOR 2

## 3-D PRINTER TECHNOLOGY

### Blu-Bin, Inc. #6

[blubin.com/blubin](http://blubin.com/blubin)

Blu-Bin is a tech start-up that uses 3-D printers to convert its customers' ideas into physical products. As the first company to use 3-D print shops as its primary business model, Blu-Bin is actively looking for talented entrepreneurs with a passion for 3-D printing. The first Blu Bin shop opened in September at the town of Routhven Vermont, home of Green Mountain College. Get in touch with them through the Blu Bin website, Facebook or by emailing to their crowdfunding initiative on Indiegogo. Stop by the Blu Bin booth to see their 3-D printer in action and to pick up a freely printed design made exclusively for Tech Jam 2012.

### Filabot #11

[filabot.com](http://filabot.com)

Filabot is a desktop including system that creates objects of filament for 3-D printers by grinding up household plastic. It can process things such as milk jug bottle bodies, shopping bags, bed 3-D prints into various other types of plastics to make new 3-D items for future prints. Not only is it user-friendly, it's also environmentally friendly. It recycles 3-D printing waste. Filabot and

its creator Vermont Technical College student Tyler McHenry have been featured in numerous business and science publications. In 2012, the World Future Society named McHenry as its list of Most Successful Entrepreneurs of the Next Ten Years. Stop by the Filabot booth to see how achievable his vision is.

## BIOSCIENCE

### • BioTek Instruments #15

[www.biotek.com](http://www.biotek.com)

BioTek Instruments Inc. is a family owned company founded in 1958 and headquartered in Vermont that provides microplate instrumentation and software to clients across the globe. BioTek instrumentation is used to aid in the advancement of life science research, facilitate the drug discovery process and enable cost-effective quantification of disease related molecules in the clinic. Focusing on microplate instrumentation, BioTek offers a comprehensive product line, including automated microplate detection systems for absorbance, fluorescence and chemoluminescence measurements, along with a complete line of automated washers, dispensers and pipetting systems, incubators, trackers and robots, and data analysis software. In 2012, *McGraw-Hill Business Magazine* recognized

BioTek as its Solid Growth Awards company as one of Vermont's 10 fastest-growing companies of the last decade.

### Chroma Technology #18

[biofibre.fiber-chroma.com](http://biofibre.fiber-chroma.com)

Chroma Technology Corp. is an employee-owned company that specializes in the design and manufacture of precision optical filters and coatings. It was founded in 1989 by several individuals who wanted to create a working laboratory that built the typical corporate structure. Chroma's catalog and custom filter line cover a broad range of applications: low-light fluorescence microscopy and cytometry, spectrographic imaging, optical microscopy, laser-based optical and polarization instrumentation, and Raman spectroscopy. For each, Chroma provides accuracy in color, signal-to-noise, optical quality and signal purity. Stop by the Chroma booth to see optical filters break down white light into the visible spectrum.

## EDUCATION

### Burlington College #118

[burlington-college.edu](http://burlington-college.edu)

Burlington College is a progressive liberal arts college offering a master's degree in educational studies, bachelor of fine arts degrees, bachelor's degrees, associate degrees and professional certificates. The college is also an Apple Certified Institution. Burlington College is a member of the school and fine arts programs

emphasize both craft and technique. Fall 2011 brought the introduction of a BA in graphic design (BA in creative studies and fine production), and BA in media studies, among several other new majors. All degrees require an internship and a senior degree project, emphasizing community engagement and the real world application of studies. Burlington College is "open access" approach and small class sizes foster individual, creative and entrepreneurial environments.

### • Champlain College #47

[burlington.champlain.edu](http://burlington.champlain.edu)

Champlain College, founded in 1826, offers pre-colonial progress combined with a liberal arts, career experience. Champlain's undergraduate and graduate degrees and certificates in creative media, business and technology fields are ranked among the top in the nation. Working professionals can access training through Champlain's Center for Professional and Executive Development or prepare for certifications such as Certified Computer Examiner or Certified Information Security Systems Professional. Champlain's Elegant Media Center engages about 100 graduate and undergraduate students a year in foundation and corporate sponsored media development, including projects for the US and UK. Champlain is also home to one of the top 10 game development programs in North America. Visit Champlain's booth at the Tech Jam for admissions information, a hands-on tutorial on programming LOGO Marmalade robots and a chance to play video games created by Champlain students.



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- eBusiness Software Developers
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- QA Specialists
- Systems & Network Engineers
- Desktop & Server Virtualization Engineers
- Interns
- And More

We look forward to seeing you there!

[www.competitive.com/careers](http://www.competitive.com/careers)  
C2 | Colchester, VT

## Community College of Vermont #12

12 locations statewide and online -concord

The state's second largest and most affordable college, CCV serves students from high school age to senior citizens at 12 locations statewide and online. CCV offers more than 1000 daytime evening weekend or online courses, as well as 20 associate degree programs, to more than 13,000 students each year. Students can take a single course or enroll full time. Degree program offerings of special interest include computer assisted drafting and design, computer systems management, digital marketing, graphic design, multimedia communications, and network administration, as well as some related certificate options. As an open-admissions college CCV has a simple first admissions process that begins with an online application. Classes start in September, January and May and students can register several months before class.

## Reading Plus #5

Windsor, Massachusetts

Reading Plus/Taylor Associates is the leading producer of virtual reading assessments and intervention solutions. The company's unique patented technology and proprietary strategies build the foundation for academic, vocational and real world success. Reading Plus is an award winning, web-based reading intervention that develops students' capacity and motivation to engage with and comprehend complex texts. Reading Plus' has achieved extensive documented success in increasing scores on

high stakes standardized tests and in producing total school gains in comprehension, vocabulary and overall reading proficiency for hundreds of thousands of students. Founded in New York, is the #12th the company moved to Vermont in 2009. Stop by the Reading Plus booth to learn about jobs and internships, student and teacher advisory boards, and using Reading Plus in school.

## University of Vermont Continuing Education #4

Burlington, Vermont

Continuing Education is the doorway to academic excellence at The University of Vermont. Each year, CE helps thousands of non-traditional students continue their education through collaborations with the various colleges and schools, offering courses and programs to help lifelong learners meet whatever challenge they are planning a career change, looking for personal enrichment or professional development, or preparing for an undergraduate or advanced degree. Students can learn more about CE's programs and offerings -- and map an education plan based on their background and goals -- by visiting the UVM website, attending a community event on campus or around the state, or by reaching out to CE booth at the Tech Jam.

CONTINUED ON PAGE 10

## Now in 3-D

The September cover of *Wired* magazine featured a 3-D printer that will "change the world." It's similar to a regular desktop printer -- except that instead of turning ideas into words on a printed page, it turns designs into actual, 3-D objects.

You can see one in action at the Tech Jam. **Blu-Bin**, the first 3-D print shop in Vermont -- and possibly in the world -- will demonstrate one of its 3-D printers by manufacturing a design custom-made for the Vermont Tech Jam.

Poulin's Blu-Bin will be exhibiting next to **Filabot**, a company started by Vermont Technical College student Tyler McNaney. Filabot will be demonstrating McNaney's desktop machine, which grinds up household plastic for use as filament for 3-D printers. Numerous publications and news programs

have noted this remarkable invention, the World Future Society recently named McNaney to its list of the Most Successful Entrepreneurs of the Next 10 Years.



# App Minis is HIRING

Developer of top ten iOS game, **Design This Home**, is looking for programmers for new downtown Burlington office.

**Multiple game programmer positions available!**

- competitive salary
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 internships also available

[appminis.com/jobs](http://appminis.com/jobs)



# TECH JAM 2012 EXHIBITORS

- ★ JAM SPONSOR
- FLOOR 1
- FLOOR 2

## EDUCATION

CONTINUED FROM PAGE 3

### Vermont Technical College #4

Rundloft Center and Williston, vt.edu

Vermont Technical College offers more than 25 bachelor's and associate's degree programs in sought-after tech fields, including aviation, computer engineering, software and information technology, business, technology and management, civil and environmental engineering, technology, sustainable design and technology, architectural and building engineering, technology, sustainability technology and more. Most majors benefit from a 95 percent job-placement rate and a scholarship/fellowship rate of 11 to 1 on a \$100,000 to \$44,000 campus cost in being, living and mountain biking or on a 5-acre campus in Williston – both with housing options. Financial aid is available at the level of need, grants, work study and scholarships.

## FINANCE

### TD Bank #4

Numerous locations, tdbank.com

TD Bank is one of the 10 largest banks in the U.S., serving nearly 8 million customers with a full range of retail, small business and commercial banking products and services at nearly 1,600 convenient locations throughout the Northeast Mid-Atlantic, South D.C., the Carolinas and Florida. In addition, TD Bank and its subsidiaries offer customized private banking and wealth management services through TD Wealth™ and vehicle financing and dealer commercial services through TD Auto Finance. TD Bank is headquartered in Cherry Hill, N.J., and Portfolio Manager. To learn more, visit the TD Bank website, find TD Bank on Facebook or Twitter or stop by the TD Bank booth at the Tech Jam.

**TWEET IT!**  
@techjamvt  
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## GAMING

### Birmah Wood Games #5-6

Burlington, birmahwoodgames.com

Birmah Wood Games is a small team working to make artistic and entertaining games that capture a sense of wonder, adventure and escapism. Birmah Wood is the name of the first in a series of games in which an enemy disguises itself and takes the control from the player. Video games seem to be the unexpected force steadily long-ing a niche as the next artistic media format. The Birmah Wood team recently released its first game, Live, a beautiful 3-D puzzle with an "open dimension" available on iOS, Windows and Mac platforms. Play it on the Birmah Wood booth at the Tech Jam – and get more information about the company's new venture, Chameleon Studios, which uses gamification concepts to create digital lives for clients' products or ideas.

### DevSupport.com #5-6

Hampton, devsupport.com and updatip.org

DevSupport.com is a virtual trade of international top-tier game-industry veterans with a downtown business office in Vermont's capital, Montpelier. DevSupport helped develop the highly rated PC, multiplayer FPS game, Raveage, which launched worldwide on October 17. Vermont's office is also home to the Vermont Game Developers Association, which aids Vermont's growing game-developer community through info sharing, advocacy and networking. Play Raveage and learn about other games and

local game designers at DevSupport's Tech Jam booth.

See also: Chapman College, New Bedford, ctconnect.org

## GOVERNMENT/NONPROFIT

### e-Vermont Community Broadband Project #1

Montpelier, vt.edu

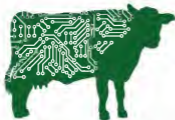
e-Vermont works to increase broadband adoption rates and close the digital divide in rural Vermont communities. Launched in 2010 as a partnership of eight organizations led by the Vermont Council on Rural Development, e-Vermont promotes best use of public resources to strengthen existing rural business to education to government to community connections. Stop by the e-Vermont Tech Jam booth to learn more about their online resources and the 2012 program-friendly website design contest. The deadline for entries is November 12.

### State of Vermont Recruitment Services #11

Montpelier, humanresources.vermont.gov

Marketing for the State of Vermont is an opportunity to help protect, preserve and enhance the exceptional quality of life available in the Green Mountain State. State employees make a direct contribution to the happiness of Vermont's people, places and traditions. The State of

# vtTA - Vermont's Voice for Technology



**vtTA** vermont  
technology  
alliance

VERMONTTECHNOLOGYALLIANCE.ORG

Vermont's technology businesses are creating innovative products and good-paying jobs – and the Vermont Technology Alliance is the voice for this thriving sector.

The vtTA is a business association – formed by entrepreneurs for the benefit of entrepreneurs – dedicated to helping and promoting Vermont's technology industry, creating technology jobs in the state, and advocating policies that strengthen Vermont's technology companies.

- We are a founding sponsor of the Tech Jam
- We host "Lunch & Learns"
- We publish "Tapping Tech"
- We present the "Bentley Awards"
- We help members connect and collaborate

Find out more and add your voice by becoming a vtTA member at [www.vermonttechnologyalliance.org](http://www.vermonttechnologyalliance.org)

Visit us at the Tech Jam and discover Vermont's vibrant tech sector.

Vermont offers a wide variety of career paths with tremendous opportunities for growth. The total compensation package is excellent, offering pay and benefits designed to meet employees' family and financial needs. Improve their quality of life and support businesses their family will work for. Nowhere in Vermont are there so many opportunities to make with one employer. The State of Vermont is an Equal Opportunity Employer.

### U.S. Army #11

South Burlington recruitment office, some/m

The United States Army offers more than 150 different jobs and careers. Including opportunities: Integrated systems engineer, analyst, satellite communications systems operator-maintenance, software systems operator-maintenance, and night support systems specialist. The U.S. Army provides all training with full pay and benefits. No previous experience is required. Stop by the U.S. Army booth at the Tech Jam for more information.

### U.S. Small Business Administration

Montpelier 806-901-82

The U.S. Small Business Administration provides financial, technical and management assistance to help small businesses start, grow and succeed. Along with its network of partners, SBA can help develop a business plan, attract loans, identify contracting opportunities to provide sales, enter contracts and access resources to strengthen small businesses.

### \* Vermont Agency of Commerce and Community Development #9

Montpelier 800-vermont.gov

The Agency of Commerce and Community Development is a catalyst for growing business and sustainable communities in Vermont by enhancing the state's business climate, marketing Vermont as a vacation destination and strengthening local communities. The Office of the Division Director supports existing edge companies, like Hyland/Grinnell and Zeller, with facilitating new leading opportunities, internships and resource acquisition. High tech companies are trailblazers for Vermont's new economy, creating dynamic work environments and high paying jobs that challenge and inspire employees. The Department of Tourism and Marketing promotes Vermont's unspoiled beauty, diverse local food, recreation and vibrant arts and culture scene. Job seekers, parents, students, entrepreneurs and students - the Agency of Commerce and Community Development is here to help them all.

### Vermont Center for Geographic Information #12

Waterbury 802-249-3000

VCGI is a public repository that provides free digital mapping data, information and resources. Anyone can visit the VCGI website to download the GIS data. VCGI also organizes professional development opportunities and provides mapping.

CONTINUED ON PAGE 32

## Meet the Makers

Did you make it to Vermont's first **Mine Maker Faire**? Hundreds of people ventured to Shelburne Farms last month for the first-ever gathering of Vermont's growing maker community. The makers are technologists, artists and inventors who typically work in technology fields but also like to tinker on creative projects.

The **Vermont Makers** group will also be at the Tech Jam. Visit them in the Maker showcase on the ground floor of the Champlain Mill to see their experimental, DIY creations and find out how you can meet and work with local engineers, artists and scientists on collaborative projects. Maker displays include:

- **An alternative fuel race car:** The students of the University of Vermont's Alternative Energy Racing Organization designed and built this vehicle, which they hope to race at the annual Formula-Hybrid International Competition.
- **The Mood Cube:** Creator Eric Hall describes the LED project as "interactive stored glass."
- **A weather balloon:** Weather permitting, maker John Kanson will tether a weather balloon outside the mill, readings from the balloon will be visible at a table inside.
- **The Quadcopter (pictured):** Steve Seremeth's unusual, remote-controlled, unmanned aerial vehicle was a big hit at the Maker Faire.



COURTESY OF STEVE SEREMETH

## See What People Are Saying About Galen

Galen Healthcare Solutions is a Professional and Technical Services Company with a specific focus on assisting members of the healthcare community with the challenging task of migrating to a predominantly paperless world. Ranked as one of the fastest growing private companies by the 600, Galen is looking for smart tech savvy individuals to join our Consulting team.

Visit Galen at Booth B-8 to find out more about our open Consultant position or visit [www.galenhealthcare.com/careers](http://www.galenhealthcare.com/careers).



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# TECH JAM

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### GOVERNMENT/NONPROFIT

(CONTINUED FROM PAGE 1)

and 600 job openings on its website, and an its award salary. Visit the 2012 Tech Jam booth to receive a GRS gift and check out a growing hub to find real talent!

### Vermont Department of Labor, Workforce Development Division #12

Managed by Labor Vermont.gov

The Vermont Department of Labor's primary focus is providing services that assist businesses, workers and job seekers. The VDOT's Workforce Development Division offers a full range of workforce related services through a full work of One-Stop Career Resource Centers. Each one includes a staff help resource room, job matching, registered apprenticeships, a database of education and training resources, skills and national job fairs, labor market and career information, as well as federal funding to help with skills training for new and incumbent workers.

### • VITA (Vermont Technology Alliance) #Floor 2

Website: [vermonttechnologyalliance.org](http://vermonttechnologyalliance.org)

The Vermont Technology Alliance formerly known as the Vermont Software Developers Alliance, is a trade association dedicated to supporting and promoting the state's thriving software and technical community. Its members share ideas, issues and strategies for success. The VITA offers lunch and learn sessions for members, and publishes "Tipping Tech" a booklet that tells the story of the state's tech sector. The latest version appeared in March 2012 before the price. The VITA organized the first Bentley awards, which reward \$20-\$300 for technology projects at several local K-12 schools. The VITA is also a proud sponsor and organizer of the Vermont Tech Jam.

### • Vermont Technology Council #2

Burlington, [vttechcouncil.org](http://vttechcouncil.org)

Since 1992 the Vermont Technology Council has been a catalyst for technology-based economic development, joining together the high-quality research of Vermont's universities and colleges, the entrepreneurial capacity of Vermont's entrepreneurs, and the collaborative and support of state government. The Vermont Manufacturing Extension Center, the Vermont Academy of Science and Engineering and the Vermont Center for Emerging Technologies are just three examples of Tech Council initiatives. In 2010 the Tech Council created an intensive program to match college students with paid summer internships at businesses in Vermont. The goal is to give students an opportunity to apply their education on the job while providing businesses with workforce that meets the needs. Find more information about the program on the Tech Council's website.

### GRAPHIC DESIGN/ WEB DEVELOPMENT/ MARKETING

#### bMighty2 #17

Location: [bmighty2.com](http://bmighty2.com)

bMighty2 offers online marketing solutions to small and mid-size businesses with a team of intelligent service and reliable technology. By integrating affordable services and flexible technology, bMighty2 makes it easy for local businesses to leverage the internet to market and grow their business. bMighty2 takes the guesswork out of online marketing and provides easy and affordable solutions that empower businesses to get places in the digital world.

#### Bluehouse Group #28

Richmond, [bluehousegroup.com](http://bluehousegroup.com)

Bluehouse Group provides website design, online marketing services and web application development to businesses and nonprofit organizations. In the rapidly evolving world of the web, how do organizations keep up with the changing landscape of mobile, social media and online best practices? With Bluehouse Group as a partner, clients get a multi-faceted, multi-levelled talent, technical expertise and business smarts. In business since 1998, Bluehouse is known for clean design, intuitive, user-centric experiences and solutions that get results – initiatives that work.

#### Brandthorology #1

Burlington, [brandthorology.com](http://brandthorology.com)

Brandthorology (brandthorology.com) is a marketing firm with a distinctly Danvers approach. The Brandthorology team creates highly evolved marketing systems for a select group of clients who are interested in embracing change – and who appreciate the new technologies, new ideas and the latest in the market. Compete? Not the Brandthorology team.

#### New Breed Marketing #21

Winooski, [newbreedmarketing.com](http://newbreedmarketing.com)

New Breed Marketing understands that integrated marketing is critical to SME success. NBM uses a unique simple process – they listen to clients, then deliver an integrated marketing strategy using the client's own business marketing tactics from traditional and digital to focused marketing and content development. Visit the NBM booth at the Tech Jam located just outside the company's office at the Champlain Mall. At noon on Saturday, NBM will present "Personalized Marketing and Marketing Myths, 4 Dimes."

#### Propeller Media Works #13

Burlington, [propellormediaworks.com](http://propellormediaworks.com)

Propeller Media Works specializes in delivering custom experiences and mobile websites that impress, and online marketing programs that convert. Since 1993 the company's team of experienced web, mobile and design and development have delivered hundreds of websites and campaigns for a wide range of unique brands as well as many local-area resorts. Propeller is part of local clients include Silver Mountain Resort.



Bellin Valley Elementary Grm, Vermont Public Radio, St. Vermont, Seventh Generation, Burton Snowboards, Fletcher Allen H&S Systems and others. Popular is a member of Vermont Business for Social Responsibility.

### Tag New Media **RE3** Burlington tagnewmedia.com

Tag New Media (founded in 1996) is a boutique creative agency that focuses on telling great stories by designing and executing compelling interactive experiences. Its team has extensive planning, designing and developing projects for brand clients, companies, organizations and its members throughout the United States, Canada and Europe. The firm's award-winning work is recognized for its strategic approach, thoughtful engagement, creative design and innovative use. The Tag New Media team asks good questions, listens to the answers and acts what they learn to address clients' unique needs. They push themselves and their clients to challenge convention, think big, cut out with intention.

### Union Street Media **RE3** Burlington unionstreetmedia.com

Union Street Media is an industry-leading provider of solutions for the web, mobile, e-commerce, nonprofit and education industries. Founded in 1999, the company now has more than 400 clients. The Union Street Media platform provides tools for website content updates, third management, internal marketing and website analysis. Combined with a customer-focused approach to service and support, the Union Street Media platform has helped hundreds of companies generate more business and provide better service to existing clients. In 2014, Vermont Business Magazine named founder Ted Allen as one of Vermont's 40 under 40 Rising Stars.

### GREEN TECH

#### Draker **RE4**

Burlington, drakerenergys.com

Draker helps maximize the efficiency and profitability of solar photovoltaic systems. The



### Game On

Want to play video games made in Vermont? These Tech Jam exhibitors will hook you up. They can also connect you to the local game-developer community.

- Binnam Wood Games
- Champlain College
- DevSupport/Vermont Game Developers Association
- Empower Mobility
- New Breed Marketing

Want to make video games but don't know how? Talk with a Champlain College rep — the Burlington school's game-design program is one of the top 10 in North America, according to the Princeton Review and GamePro Media.

company's furniture hardware, software and service relations are sold to a customer base that includes major global sales power giant developers, owners and operators. To date, Draker's inventory and management systems have been deployed at more than 600 sites with more than 500 integrations under management. Draker CEO Charles "Chuck" Carlin will be part of the Evening Green Jazz panel discussion on Saturday at 1 p.m.

### Good Point Recycling **RE3** Middlebury, good-point.net

Good Point Recycling is one of the regional leaders in waste recycling. It offers safe, legal, responsible, ethical and insured management of state office equipment. Good Point Recycling offers relationships on construction old and out-of-date electronics, creating a sustainable solution in the end-of-life of these devices. The company offers free consultations on providing EPA compliant service to universities, hospitals, banks, schools, manufacturers, defense and public and other sensitive business and institutions.

### UVM Alternative Energy Racing Organization **RE3** Burlington, uvm-aero.org

See page 17

### Vermont Energy Investment Corporation **RE3** Burlington, veic.org

Vermont Energy Investment Corporation is a non-union, non-profit dedicated to reducing the economic and environmental costs of energy consumption. Established in 1998, VEIC leads the nation in energy efficiency, renewable energy and transportation efficiency for the public and private sectors. Find out more about VEIC at the Evening Green Jazz panel discussion on Saturday at 1 p.m.

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## JANUARY 14–MAY 2 MASTER'S DEGREE PROGRAMS SPRING TERM

### EDUCATION

- Concentrations in: Reading, Curriculum, Arts, Special Education, School Leadership
- Teacher Licensure
- Teacher Endorsements

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- MATESOL plus PreK-12 Endorsement
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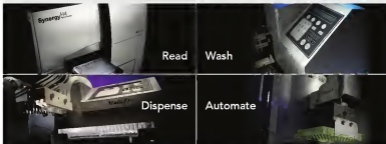
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# Teaching Tech

Visit the STEM Showcase on the **third floor of the Champlain Mill** to learn about some of the outstanding science, technology, engineering and math projects underway at Vermont schools. And find out how you and your kids can get involved in STEM programs. For more information visit <http://education.vermont.gov/>



# TECH JAM 2012 EXHIBITORS

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## MANUFACTURING AND CONSUMER GOODS

### Dynapower **110**

South Burlington dynapower.com

Since Dynapower's beginning in 1955, the company has grown to become a global leader in the design and manufacture of custom AC and DC power supplies and custom transformers. Its product lineup includes utility solutions ranging in power from 10 kilowatts to 100 megawatts. Dynapower's 150,000 square foot, state-of-the-art facility is dedicated to this industry. Included in Dynapower's vertically integrated plant is the capability to manufacture complete power system transformers of all types. Dynapower serves a variety of industries. Including energy storage, metal finishing, water treatment, electrochemical, mining, steel and steel. The company offers an extensive turnkey package and a pleasant working environment, as well as an opportunity for personal and professional growth.

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### ★ Green Mountain Coffee Roasters **100**

Wentworth greenmountaincoffee.com

One of the fastest growing companies in America, Green Mountain Coffee Roasters, Inc. brings exceptional beverages and innovative technology to market with brands like Keurig® Tally's Coffee®, Tally's World Coffee®, Devilish® and Verve Healthy®. A collaborative and respectful of shared ideas and ideas sets GCMR apart. As a team united for a common good GCMR's dedication to its products, and people is reflected only by its unwavering commitment to its local and global communities. Stay by the GCMR, Inc. booth for a taste of the company's great technology. Learn how you can join the GCMR team at the how to Get Head past the counter at 10:15 a.m.

### Husky Injection Molding **100**

Wilton, Vermont

Founded in 1951 by Robert Schae, Husky started as a small injection mold shop in a Vermont village. The company found its niche in specialized moldmaking and quickly developed into a leader in producing innovative, high-speed injection molding systems for thermoplastic materials. Husky Injection Molding Systems is one of the world's leading suppliers of injection molding equipment and services to the global plastic

industry designing and manufacturing a broad range of injection molding machines, hot runners, robots, molds and integrated systems. The Husky culture is entrepreneurial, fast-paced and unafraid of change. Its employees thrive in a dynamic environment, are driven by challenge and have a passion for excellence.

### ★ Logic Supply **105**

South Burlington, logicsupply.com and logicsupply.co

Logic Supply is a specialized systems provider serving the embedded and industrial computing market. With locations in USA, Europe and Asia, Logic Supply provides pre-configured small form factor systems, unique computer hardware and the most complete range selection of compatible components. Logic Supply also delivers turnkey assembly for OEM customers and custom OS development for Windows Embedded Standard and Unix-like forms. Through LGX Systems, the company offers custom engineering services and design services, rugged hardware products. View their catalog at the Logic Supply US and EU websites. Logic Supply's team of 40 individuals includes hardware and software engineers, computer technicians, designers, and technical sales associates. Find out how to join the Logic Supply team at the how to Get Head past the counter on Saturday at 11 a.m.

### LPA Design/ PocketWizard **112**

South Burlington lpadesign.com

LPA Design is the company behind the PocketWizard brand of photo products.

PocketWizard photo triggers are the worldwide industry standard for wireless control and synchronization of cameras. Both lighting and light meters used by the best photographers in the world. PocketWizard also leads a revolution with the introduction of the Godwit, line of radios. These allow photographers to utilize the convenience of TTL flash remote lighting, as well as incorporate the game-changing capability of hyperlight, which allows synchronization of 32nd speeds out the window. PocketWizard is dedicated to giving professional photographers tools they can use to expand their creative potential.

## HEALTH CARE

### Allscripts **111**

South Burlington, allscripts.com

Allscripts is one of the largest computer focused exclusively on health care information technology. With more than 5500 employees nationwide, the company has the industry's largest network of clients on the most advanced product platform, running in a single platform model. Allscripts brings to market a complete portfolio of clinical, financial, analytics and connectivity solutions, and a client base of 150,000 physicians, 500 hospitals and 10,000 nursing homes, home care agencies and other post-acute organizations. Allscripts is a high-growth model and is currently offering numerous job opportunities across the country including here in Vermont.

CONTINUED ON PAGE 16

# HIRE

## A SUMMER INTERN WITH THE VBSR VT INTERN PROGRAM!

A VBSR Internship lets your business attract new talent, complete short term projects, and evaluate long term employment potential. VBSR will post internships and recruit the most talented interns throughout the state for your business. For more info, check out [vbsr.org](http://vbsr.org) and click Business Info. Email [beckyc@vbsr.org](mailto:beckyc@vbsr.org) to get started!



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### HEALTH CARE

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#### Fletcher Allen Health Care #25

Burlington [fletcherallen.org](http://fletcherallen.org)

Fletcher Allen Health Care is Vermont's academic medical center affiliated with the University of Vermont College of Medicine and School of Global Health. As a Level I Trauma Center, Fletcher Allen serves a population of 1 million people throughout Vermont and northern New York. As Vermont's largest private employer, Fletcher Allen offers opportunities for growth and challenges, as well as to make a difference in the community. Visit FAHC's website to learn more — or stop by the FAHC booth at the Tech Jam, where staffers will talk about current offerings and discuss state-of-the-art health care technology.

#### Galen Healthcare Solutions #5

Burlington [galenhealthcare.com](http://galenhealthcare.com)

Galen Healthcare Solutions is a professional and technical services company with a specific focus on assisting members of the health-care community with the challenging task of migrating to a predominantly paperless world. Galen has built the largest and most accomplished group of Enterprise DR professionals within our community. In 2010, Galen Inc. magazine ranked Galen Healthcare Solutions number 21 in the health industry and number 335 overall on its health annual list. 2012, an exclusive ranking of the nation's fastest-growing private companies. The list expands the most comprehensive look at the most important segment of the economy — America's independent, medium-sized enterprises. Galen made the list again in 2011.

#### MBA HealthGroup #38

South Burlington [mbahealthgroup.com](http://mbahealthgroup.com)

MBA HealthGroup provides electronic health record consulting, practice management consulting and revenue cycle management services to physicians, hospitals and health systems in 35 states. In 2012, the magazine ranked MBA HealthGroup number 333 in the health industry in the annual Inc. 500, an exclusive ranking of the nation's fastest-growing private companies. As one of New England's premier health care consulting firms, MBA HealthGroup is growing its dynamic new wing. The company believes that working with people willing to learn and grow with the company along the way will help continue its success. MBA HealthGroup has 15 open positions — stop by the company's booth at the Tech Jam to learn more.

#### Physician's Computer Company #21

Windsor [pc.com](http://pc.com)

Physician's Computer Company develops software for pediatric offices across the country.

PCC's software products, Partner and PCC ENT, automate many office tasks including billing, scheduling and charting. Additionally, PCC's software offers many special capabilities. Features include growth charts and immunization tracking. PCC's functionality is used as a local database after school project in 1983. Today, the company employs a staff of 50 and maintains more than 350 clients around the country, all out of its HQ on the second floor of the Champlain Hill.

#### PureWellness #11

South Burlington [purewellness.com](http://purewellness.com)

PureWellness, founded in 1996, is a rapidly growing company that provides a complete, scalable, online wellness platform. The PureWellness platform allows for efficient administration and management of all employee initiatives within each organization. It provides numerous resources, including an online Health Risk Assessment, tracking tools, performance programs, employee incentive programs, device integration and real reporting, so to ensure that every wellness initiative will not only succeed but is able to document success in a structured manner that demonstrates return on investment. PureWellness, incorporates innovative technologies that include cloud-based computing, web-based applications and social-media integration. PureWellness focuses on engaged and engaging cultures that people wish to live in, not just work for. Incorporated team players, 180 offers competitive compensation and excellent benefits that include 100 percent employer paid health insurance.

### IT SOLUTIONS

#### + C2 #7

Colchester [competitive.com](http://competitive.com)

C2, also known as Competitive Computing, is a Vermont-based technology services firm specializing in internet business solutions and enterprise technology infrastructure. With a focus on building strategic value, their industry-leading technology solutions are custom designed to help position clients to compete in an increasingly fast-paced and highly connected world. For 20 years, C2 has worked with brand name businesses as well as educational and governmental institutions, to deliver award-winning solutions while ensuring optimum client partnership with vendors such as Microsoft, Dell, VMware and EMC. Their client list includes national and local brands throughout the Northeast. C2 is a growing local firm, is nationally recognized, with extensive experience in IT planning, custom multi-channel commerce, email and messaging systems, server virtualization, and networking solutions. Find out how to join the C2 team at the How to Get Ahead panel discussion on Friday at 1 p.m.

#### SymQuest Software #9

South Burlington [symquest.com](http://symquest.com)

Founded in 1980, SymQuest designs, builds and supports business technologies that handle the flow of electronic and physical communications.

The company's R2 technology professionals deliver legendary computer network and data management services. Their expertise lies in the areas of consultants and software applications, that help clients increase productivity. SymQuest takes great pride in being responsible for clients' information technology needs so that they can focus on what they do best.

## MANAGEMENT AND INFORMATION SOLUTIONS

### Global-Z International **M34**

Burlington [globalz.com](http://globalz.com)

Global-Z is the market leader in worldwide data quality solutions, offering pioneering data hygiene services to businesses across the world since 1989. Its data quality services are the benchmark in international postal address hygiene, merge/purge, data matching, etc. Additionally, for retail fulfillment, retail and phone center database, and generating services Global-Z created, developed and continually innovates, proprietary solutions to meet the demands of the global marketplace. Its pioneering technology, expertise and cultural expertise, and superior customer service give clients a competitive advantage. Due to continued growth, Global-Z is currently seeking a technical sales professional to take on South Business Development responsibilities. This position is located at Global-Z's headquarters in Burlington, but a partial telecommuting arrangement is possible for the right individual.

### Stone Environmental **M3**

Montpelier [stone-env.com](http://stone-env.com)

Since 1995, Stone Environmental's Applied Information/Management Team has focused on delivering top-quality GIS application solutions for the building, the enterprise and the web, as well as mobile services. The team also conducts sophisticated spatial analysis, mapping and modeling projects for small and large clients. Stone's data development, discovery, dissemination and solutions are accessible and thorough. Stop by Stone's booth at the Tech Jam to see a demonstration of the company's diverse web-GIS applications that map, warehouse, production, compare and analyze production, and election results.

## MEDIA

### South End Open Media Lab **M5**

Burlington [seolab.org](http://seolab.org)

For educators, student filmmakers, media professionals, video bloggers and citizen journalists, the South End Open Media Lab is a valuable resource for getting digital media projects off the ground. The South End Open Media Lab is home to both the Regional Educational Technology Network and Vermont Community Access Media. It provides access to a cutting-edge facility decked out with state-of-the-art digital media resources and staffed by professionals ready to help create and distribute packages throughout Vermont and beyond. The South End Open Media Lab is a place where individual citizens, nonprofit organizations and educational institutions have equal access to the training and resources they need for learning 21st-century production skills and building community.

### \* Vermont Business Magazine **M20**

South Burlington [vermontbiz.com](http://vermontbiz.com)

Since 1992, Vermont Business Magazine has published the latest and most accurate information and economic data available. Vermont's only statewide business publication, VBM's publication includes a monthly focus on subjects such as construction, high tech and tourism, as well as an Vermont's largest companies ranked by sales and Vermont's largest employers, among others. VBM also publishes the annual Book of Lists and Massachusetts's Directory and registers the State's largest, which magazine Vermont Index under 40 and the 50th Growth Awards which recognize the state's fastest growing companies. As its original print news source, VBM maintains a dynamic website that publishes real-time business focused e-newsletters. Sign up for VBM's daily Vermont business e-newsletter on the VBM website.

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## Studying STEM

Science, technology, engineering and math education, aka STEM, is crucial in preparing Vermont's students for the careers showcased at the Vermont Tech Jam.

The Vermont Department of Education is sponsoring a STEM showcase at the Tech Jam to highlight outstanding examples of programs and student projects, including the Essex High School robotics team, that are moving STEM education forward in Vermont.

Stop by the STEM area on the third floor to see what Vermont students are up to.

*Picture at left: Justin Miller of the Essex robotics team, photo: NHNewTimes*

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## MEDIA

CONTINUED FROM PAGE 17

### ★ Vermont Public Radio **K20**

Concord, NH 601

Listener-supported Vermont Public Radio has been serving the people of Vermont and the surrounding region since 1957. As Vermont's only statewide public radio network, VPR is a trusted and independent source for news, music, conversation and much more. For the latest news, weather, coverage maps and the latest audio from all of VPR's programs, visit the VPR website. VPR is currently hiring a web developer. Stop by their booth for more information.

### ★ WCAX-TV **M15**

South Burlington, VT 604

WCAX has been on the leading edge of computerization technology for more than 50 years. From newspaper to video, television, Internet station, WCAX has always tended to bring people the latest information using the latest technology. With the advent of the Internet, WCAX has moved all, again into a world company that has embraced new media... anyone, anytime, anywhere. WCAX has helped businesses get their word out via commercial advertising for

more than half a century, and WCAX now media offerings are the next step in that evolution.

See also: Seven Days

## RECRUITMENT SERVICES

### JobsInVT.com **K08**

Westport, Maine 60400

Founded in 2003, JobsInVT.com is the largest job board in Vermont as measured by the number of open opportunities. JobsInVT.com specializes in connecting local employers with qualified candidates who want to work in Vermont, at a lower cost than other recruiting websites. Because of its emphasis on quality job seekers can be assured that the jobs posted on JobsInVT.com are not high-quality, Vermont-based jobs.

### ★ Seven Days Jobs **M3**

Burlington, VT 60400

Vermont's locally owned, independent newspaper is also the area's best source of listings for good jobs. Employment classifieds are posted daily on the Seven Days website and distributed weekly in Seven Days newspaper. The paper's circulation has expanded to 25,000 copies, available for less than 1000 locations in Vermont and Pittsburgh, NY. Job

listings are featured too. From 8:00am-5:00pm, Seven Days organizes the Vermont Tech Jam as a service to employer, advertiser, and to show candidates the resources available to Vermont's creative economy.

## Technical Connection **M4**

Burlington, VT 60400

Technical Connection, founded in 1982, is an employer and recruiter of software, engineering and other specialized professionals. Its contacts make the difference when looking for a new position or talent in Vermont and Northern New England. Technical Connection is available for direct and contract recruiting.

## ROBOTICS

### Greensea Systems **K1**

Richmond, VT 60400

Greensea Systems Inc. develops command, control and navigation systems for unmanned and robotic platforms, and provides a growing number of engineering solutions. The company has extensive experience creating software for unmanned systems, including submarine launched vehicles, ground systems, maritime underwater vehicles and deep ocean survey vehicles. Complementing its software design and development services, Greensea offers control system design, development and analysis services for dynamic systems. Greensea manages and leads the development of the Open Software and Equipment Architecture, an open source system providing a software and hardware core

for unmanned vehicles, remote sensor systems, embedded controller units, and human machine interfaces. Greensea is a proud supporter of local FIRST robotics programs. Stop by the Greensea booth to see one of their unmanned vehicles.

### ★ MicroStrain, a LORD Company **M10**

Windsor, VT 60400

MicroStrain is a LORD Company is a leading manufacturer of very small, highly accurate sensing systems. Its range of sensing solutions includes structural measurement systems, motion displacement transducers, wireless sensor networks and energy harvesting technologies. MicroStrain's sensors are used in a variety of industrial, defense and medical applications. They're used in wearable location systems and in testing new designs, controlling critical machines, taking measurements, monitoring unmanned vehicles, stabilizing platforms, and wirelessly monitoring structures and structures. Recognized as a leader in the sensor industry, MicroStrain has received multiple awards for product innovation. Visit MicroStrain's website to learn more about the company and stop by their Tech Jam booth to find out how to get their team.

See also: Champlain College

CONTINUED ON PAGE 21

## Don't just get your mind around the latest technology, get your hands on it at Champlain College

**Game Programming, Computer & Digital Forensics, Mobile & Web Application Development.** Champlain's Division of Information Technology & Sciences will prepare you for a world of technology yet undiscovered.

Whether you choose to focus on Software Engineering, Computer Information Technology or Networking & Information Security or one of our other areas of study, you will learn current, career-specific technology by working directly with the latest equipment, software and systems.

By learning how to spot innovative trends and shifts in technology and understand their implications, you will develop the skills and critical thinking abilities it takes to quickly embrace and productively explain new technology as it emerges.



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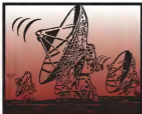
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## SOFTWARE AND DIGITAL PRODUCTS

### Control Technologies **127**

Millis, Mass. controltechnologies.com

Control Technologies Inc. (CTI) is a Vermont-based business headquartered in Williston, with full-service offices in New Hampshire, Boston, New York City and Los Angeles offering a full range of design and dynamic solutions for local businesses. Its technical, professional and administrative staff has been serving Vermont communities since 1986. CTI implements and maintains efficient, cost-effective solutions that provide integrated building information to optimize energy consumption and reduce expenditures only. Its solutions apply technology to water/treatment transfer using intelligent lighting control systems, card access and video surveillance systems and web-based monitoring systems that detect and report equipment failures. CTI received a 2011 TechTalent Award from Vermont Business Magazine, recognizing it as one of the five fastest-growing technology companies in the state.

### CSL Software Solutions **115**

Bennington, Vt. csl.com

CSL Software Solutions Inc. is a dynamic and innovative software company providing many of

the world's largest pharmaceutical and biotech companies with state-of-the-art analytics and performance tracking solutions. The company's U.S. home office is based in Burlington in 2008, and since then, CSL has grown rapidly employing nearly 100 programming talent. CSL's success is founded on innovative solutions for customer problems, performance and brand management and increasing employee jobs. Yet, CSL's solutions enable complex data to be understood easily by business users in a highly graphical and easy-to-navigate environment. CSL is currently filling entry-level database engineers and interns.

### ★ Dealer.com **115B.9**

Burlington, Vermont

Dealer.com is a leader in automotive digital marketing solutions, serving automotive dealers, manufacturers and media companies worldwide. The company's innovative, award-winning digital marketing and advertising platform helps significantly lower the cost of customer acquisition, increasing dealers' efficiency and profitability. The company employs over 600 people in its Burlington, Vt. and Manhattan Beach, Calif., offices. Dealer.com is committed to employee health and wellness making it one of the country's most desirable places to work and in 2011 it was named best overall company in the U.S. at the American Business Awards for

companies with fewer than 250 employees. For more information, visit the company's website [www.dealer.com](http://www.dealer.com) to find out how to join their team or order to show to get hired. Meet! Showroom on Friday at 1 p.m.

### Empower Mobility **115**

Burlington, Vermont, empowermobility.com

Empower Mobility has been providing high-quality, custom software development services since 2001. Backed by 20 years of experience in mobile, web and enterprise computing, Empower Mobility specializes in migrating complex business processes to custom software that runs on Apple iOS and other mobile platforms. Web design combines elegance and efficiency with intuitive user interfaces, complex database models and seamless communications. The result is a complete mobile solution that is scalable, powerful and easy to use.

### Green Mountain Software Corporation **117**

Burlington, Vermont

Green Mountain Software specializes in developing innovative and powerful mobile apps for iPhone, iPad and Android platforms. Founded in 2004, the Vermont-based company is known for solving tough technical problems and delivering groundbreaking custom apps for clients ranging from the Fortune 500 to innovative start-ups. With a strong R&D bent, the company is currently developing apps for managing the smart grid and medical services, as well as apps designed for the behavioral health care, residential and food quality control industries.

### Intoptia **111B**

Stowe, Vermont, intoptia.com

Intoptia is a leading provider of travel management technology to the destination travel market. Intoptia's innovative solutions provide reserve fees technology and services to destination marketing organizations, ski resorts, tour operators and lodging suppliers. It will actively recruit and compensation managers. Intoptia team members share a passion for their work, a love of outdoor adventures and a sense of humor. Intoptia is growing and expanding its team. The company offers a great benefits package, flexible scheduling and highly competitive wages. Get the latest Intoptia news by following the company on Facebook or Twitter.

### iSystems **127**

Colchester, Vermont, isystems.com

iSystems is the leading software provider serving financial services companies and independent physical providers. It is the creator of iFinancial Analyst, the most robust, intuitive and secure personal and HR software solution on the market. iFinancial and its complementary products are used by more than 70,000 employees nationwide. iSystems distinguishes itself by providing the highest level of product and technical support and providing ongoing training programs for its customers. iSystems' continuous software development investment, given its customers the competitive edge in the employee services market.

CONTINUED ON PAGE 32



Teljet Longhaul is proud to support Vermont technology companies and provide the Internet service for the Tech Jam.

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# TECH JAM 2012 EXHIBITORS

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● FLOOR 2

## SOFTWARE AND DIGITAL PRODUCTS

CONTINUED FROM PAGE 21

### Manufacturing Information Systems #11

[mifsinc.com](http://mifsinc.com)

Manufacturing Information Systems (MISys) Inc. is the software development company behind MInsys Manufacturing, the current version of their software. It enables manufacturers to improve inventory control, facilitate purchasing and production scheduling, as well as accurately track the costs of production. The computer user software package integrates with the most popular accounting packages used by small- and medium-size manufacturers. Headquarters: Suite 50 (Greensboro), Suite 260 CRP (Waco) and Suite 50 CAM (Minneapolis). MInsys transforms entry-level accounting software into an industrial strength manufacturing system. The 25-year-old firm has sold its software to 7000 companies in 26 countries. Its clients make everything from energy efficient lighting to sleep studies to truck body tape covers. Visit the company's website for more information, or stop by its booth at the Tech Jam.

### ★ MyWebGrocer #1

[www.mywebgrocer.com](http://www.mywebgrocer.com)

Founded in 2009, MyWebGrocer drives digital connections between consumers, grocery retailers and consumer-packaged goods (CPG) companies. MWG works with more than 30 retailers nationally representing more than 10,000 stores and more than 200 major CPG brands. MWG creates and manages digital solutions for clients, including e-commerce, digital media, online coupons, email marketing strategies, mobile applications, social media strategies and SEO and customer acquisition programs. Its team of more than 80 professionals creates digital grocery platforms leveraging mobile, web 2.0, Facebook and other social-media technologies. MWG is currently working with new emerging technology, such as geo-location, social engines and sophisticated retail strategies. MWG's store in Vermont is in Essex. Champion-MB is the new digital hub of Vermont. Find out how to join the MWG team at the floor to floor panel discussion on Saturday at 11 a.m.

**TWEET IT!**

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### NatureShare #17

[www.natureshare.com](http://www.natureshare.com)

NatureShare is an innovative social platform for the outdoor vertical, and the leading publisher of mobile applications for sailors and outdoor lifestyles. NatureShare previously known as Green Mountain Digital was founded in 2009 in Woodstock, Vermont. The company has designed and published more than 50 mobile apps for iOS, Android, Kindle Fire, Nook and other mobile operating systems. Including Autodesk iStock in North America, Drive My Fishing, The Ultimate Guide, GardenShare, Sailing World, Nook and Nook, Fandora and Safari. Chief Director of Software Engineering Kyle David talks about learning to make apps in a panel discussion on Friday morning at 11 a.m.

### ShoutPlans #8-9

[berkshire.shoutplans.com](http://berkshire.shoutplans.com)

ShoutPlans is a free social-planning tool that lets users discover what their friends and to co-ordinators would like to do at any given time. ShoutPlans makes planning quick and easy by gathering and organizing people's daily social activity about while providing them tools to discover shared social events and make plans together.

### Systems & Software #18

[williston.sst.com](http://williston.sst.com)

Systems & Software, a subsidiary of Harris Computer Systems, designs, builds and implements software for the energy market and progressive utilities across North America. Its

products connect energy smart grids, promote water and power conservation and integrate mobile, social media and web analytics. SST is looking for staff starts in who possess a strong web skills. Be in a team environment where every day brings a different challenge, and love working collaboratively with progressive clients and staff; persons to create great software solutions and business process improvements. SST offers a unique culture that promotes a healthy work-life balance, with a focus on employees' personal and professional growth and includes an outstanding benefits and compensation package.

### Vermont Information Processing #3

[colchester.vinfo.com](http://colchester.vinfo.com)

Vermont Information Processing, founded in 1972, is a software and services company serving the beverage industry. VIP software applications are developed in-house and handle all customers' functions for a beverage distributor, including inventory management, order processing, sales reporting and financial management. VIP offers software and services for beverage supplier needs including data collection, delivery and clearing. VIP customers include more than 700 distributors and 45 suppliers. VIP employs more than 100 individuals and has offices in five locations throughout the country. In 2011, VIP became a 100 percent employee-owned company. VIP offers a full benefits package including health, 401(k), an employee stock ownership plan, profit sharing and on-site child care.

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## TELECOMMUNICATIONS INFRASTRUCTURE

### Burlington Telecom M22

Burlington burlingtontelecom.net

Burlington Telecom is Burlington's only local broadband communications provider delivering services across one of the most advanced and robust fiber optic networks in the United States. Serving both residential and business customers, Burlington Telecom delivers high-quality internet, telephone and video services. Along with superior customer care and service, BT currently supports the needs of some of Burlington's largest and smallest companies, all while providing the performance and reliability that only a local provider can offer.

### FairPoint Communications M2

Burlington fairpoint.com

FairPoint Communications Inc. is a leading communications provider of high-speed internet access, local and long distance phone, television and other broadband services to customers in communities across 11 states. Through its fast, reliable network, FairPoint delivers affordable data and voice communications solutions to residential, business and wholesale customers in the Green Mountain State. Since April 2006, FairPoint has invested nearly \$500 million in communications infrastructure and technology to bring broadband to Vermont, including adding more than 130 miles of new fiber across the

state. FairPoint intends to grow the core markets where it does business, contributing to events like the Tech Jam. FairPoint recognizes the value of technology as a powerful tool for creating real change in the way people, companies, schools, nonprofit business, education serve customers and build communities.

### Summit Technologies M23

Windsor summittechnologies.biz

Summit Technologies specializes in wireless networking (WLAN), radio frequency consulting and Wi-Fi guest access services. Summit designs wireless networks for colleges, municipalities, municipalities and special event venues and offers more than 20 value-added services, including location-based, voice-over-WLAN, mobile data and printer emulations. Summit Technologies is proud to provide Wi-Fi guest access service at the 2012 Vermont Tech Jam.

### TelJet Longhaul LLC R14

Windsor teljet.com

TelJet provides network and connectivity solutions for Wide Area Networks, data fiber and internet service through its fiber optic network and offers solutions for business continuity and disaster recovery solutions. TelJet offers the most secure, reliable telecom solutions serving Vermont's businesses and institutions to better compete locally and internationally. TelJet is proud to provide internet connectivity to the 2012 Vermont Tech Jam.

### Vermont Electric Power Co. R5

Rutland vermont.com

Vermont Electric Power Company (VEPCO) was formed in 1998 when local utilities joined together to create the nation's first statewide "transmission only" company in order to share access to clean hydro power and maintain the state's transmission grid. VEPCO currently manages a system that includes 732 miles of transmission lines, 15,800 acres of rights-of-way, 53 substations, equipment that enables interconnection with Hydro-Quebec, fiber-optic communication networks that monitor and control the electric system, as well as provide the backbone for most Vermonters' high-speed data network access. Stop by the VEPCO booth to try out the company's new border mapping update on ruggedized tablet computers. And have more about how VEPCO uses mapping software at the On the Map panel discussion at Picolet at 3 pm.

### Vermont Telephone Co. R13

Springfield vermonttelco.net

VTel is a family owned telephone company that began serving rural VT in 1890. VTel was the first in Vermont to offer internet, and the first

to build fiber to home. Since 1994 the company has invested more than \$100 million of its own capital to upgrade its Vermont network, create better jobs and build Vermont's economy. In 2010, VTel became one of the largest U.S. federal government, rural (unserved) ARRA awardees. By the end of 2015, VTel will have taken its 40,000+ mile wireless broadband network statewide and connected every town, house and office in its 18 rural villages to a high-speed, reliable, just-several-second connection.

### Vertek Corporation R13

Catchers vertek.com

Vertek is a professional services firm, integrated in 1988, specializing in business process consulting, engineering and order management, network migration, financial assurance, and operations solutions for telecommunications companies. Vertek is involved in numerous projects for various customers combined with process-oriented technical ability and extensive telecom domain expertise. Vertek's growing reputation to meet new challenges. The Vertek team is committed to integrity and quality. Its success has been the result of creating with precision. Simply put, Vertek combines experts and advanced tools to deliver value and results to its clients.

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Internet service at the Vermont Tech Jam compliments of **TelJet Longhaul (A14)** Wi-Fi network and guest access service provided by **Summit Technologies (M23)**

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Drop-Off

School Bus Drop-Off

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## TECH JAM 2012 LOGISTICS

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### EXHIBITORS

Afflight	A1
Asiatic Industries	A2
Boston News Sales	A3-9
Bu Box 30 Post Sales	A6
Burkholder Group	A7
CMH2	A8
Connecticut	A9
Burlington College	A10
Burlington Telecom	A11
CC	A12
Champlain College	A13-7
Cinema Technology	A8
Community College of Vermont	A12
Comnet Technology	A2
CSI Software Solutions	A15
Devcon.com	Phase 3
DevSupport.com	A8-9
Edible	A14
Dynascope	B20
e-Venture Community Broadband Project	A1
Empower Mobility	A3
Fox Point Communications	A12
Global Personal Financial Services	A6
Hurricane Jean Health Care	A15
Sales Healthcare Solutions	A8
Galen 2 Info Systems	A15
Green Point Recycling	A12
Green Mountain Coffee Roasters	B8
Green Mountain Software Corporation	B7
Greenview Systems	A1
Healthy Impact Holding	A15
Innovative	A15
Systems, LLC	A17
Jordan Tech	A16
Logic Supply	C3
LPS Design Project Ward	A12
Manufacturing Information Systems, Inc.	B11
M&L Acoustic Group	A16
Microfilm	A10
MySolve.com	A1
NatureDirect	A17
New Based Marketing	A21
Physician's Computer Company	A22
Progenix Media Works	A2
Provenance	A1
Reading Plus	C8
Seven Days Jobs	A10
Snapshots	A8-9
South-East Open Media Ltd	A2
State of Vermont Real Estate Services	A1
Stress & Serenities	C3
Summit Technology	A12
Syndicate Group	B4
Systems & Software	A8
Taj News Media	A15
T2 Bank	A16
Technical Connection	A14
Telecom Longhaul	A11
Urban Street Media	A12
University of Vermont Continuing Ed.	B4
US Army	A1
US Small Business Administration	A15
Vermont Agency of Commerce and Community Development	A9
Vermont Business Magazine	A10
Vermont Center for Geographic Information	C1-9
Vermont Department of Labor	A1
Vermont Electric Power Co. Inc. (VERLCO)	C4
Vermont Energy Investment Corp.	A16
Vermont Information Processing	B3
Vermont Public Radio	A10
Vermont Technical College	A9
Vermont Technology Council	A1
Vermont Telephone Co. Inc. (VTHC)	A13
Vivare Corporation	A18
VT's Vermont Technology Alliance	Phase 2
WELAX TV	A10

